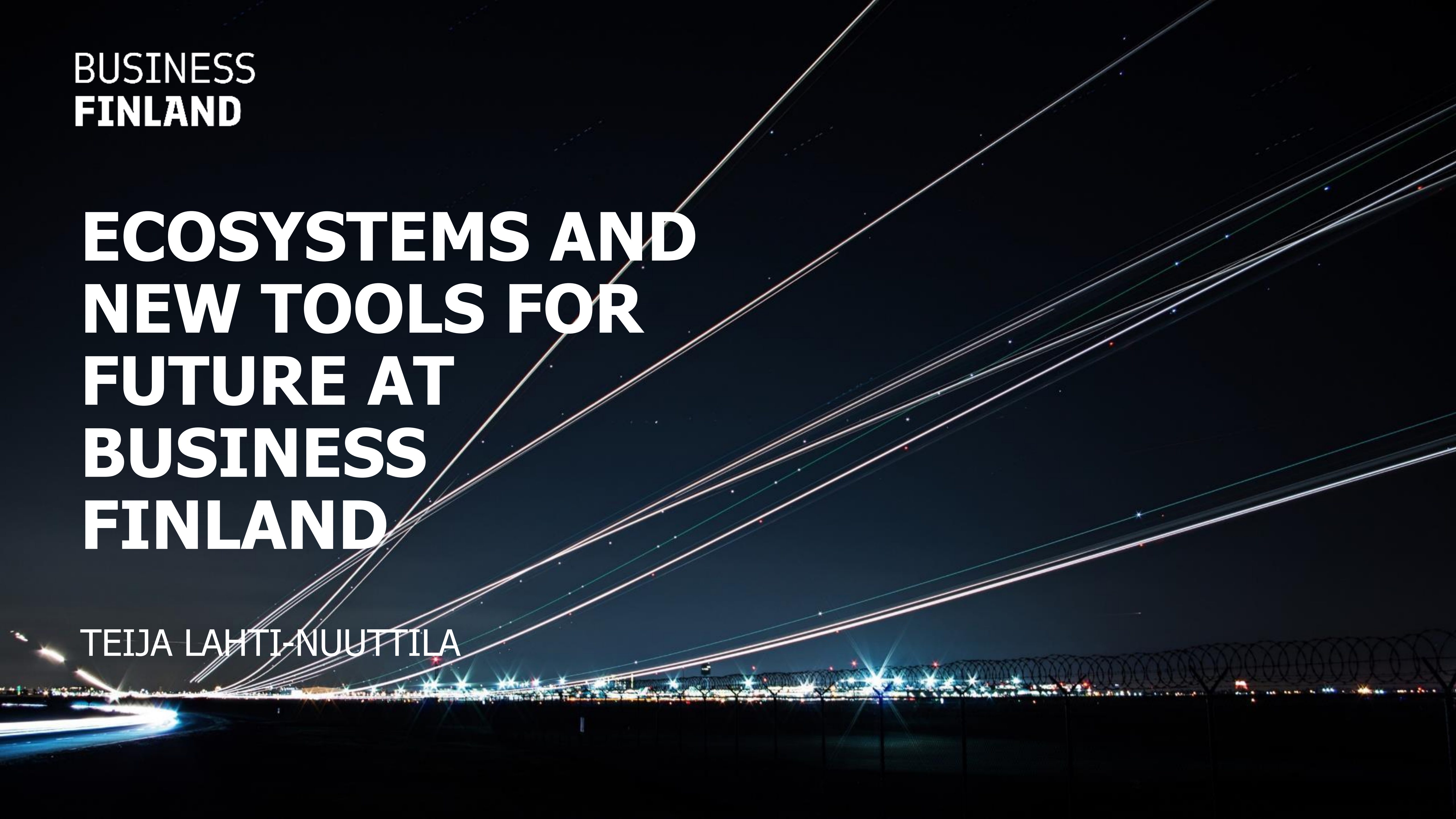


**BUSINESS  
FINLAND**

**ECOSYSTEMS AND  
NEW TOOLS FOR  
FUTURE AT  
BUSINESS  
FINLAND**

**TEIJA LAHTI-NUUTTILA**





**FOR FINLAND**

**We Catalyze New,  
Sustainable Growth  
through Innovation, and  
International Collaboration**

## STRATEGIC INTENT

**1** | Global Growth  
for Companies

**2** | World Class  
Ecosystems and  
Competitive Business  
Environment

# BUSINESS FINLAND OBJECTIVES BY 2025

- 1 Double the R&D investments and exports of SMEs
- 2 Create new, world-class business ecosystems of 20 billion euros in total
- 3 Become the most attractive destination for FDI in Nordics
- 4 Become the most desired travel destination in Nordics

STRATEGIC INTENT	WORLD-CLASS ECOSYSTEMS AND COMPETITIVE BUSINESS ENVIRONMENT		
ELEMENTS	A. Change makers in global business ecosystems	B. Best knowledge to drive renewal	C. World class trial environment
DESCRIPTION: <b>WHAT</b>  <b>HOW</b>	<p>Finnish companies form strong and attractive ecosystem nodes to gain critical positions in global business ecosystems, driven by global challenges</p> <p>BF supports the creation and renewal of business ecosystems by producing insights on global challenges, tackling regulatory barriers, networking key players, and by funding renewal and coordination</p>	<p>Renewing ecosystems have access to knowledge, competences and talent, which drive the change</p> <p>BF strives for having best competences and talent available for ecosystems in focus, through funding research, attracting international investments and forming networks (domestic and international)</p>	<p>Finland establishes significant large scale real life experimental platforms and environments, attracting leading global companies</p> <p>BF drives co-operation between public and private players and facilitates joint industry actions for selected potential world class ecosystems</p>

# ECOSYSTEMS AS BUSINESS FINLAND CUSTOMERS

The Growth Engine is a market-driven, open entity that generates a significant new global business.

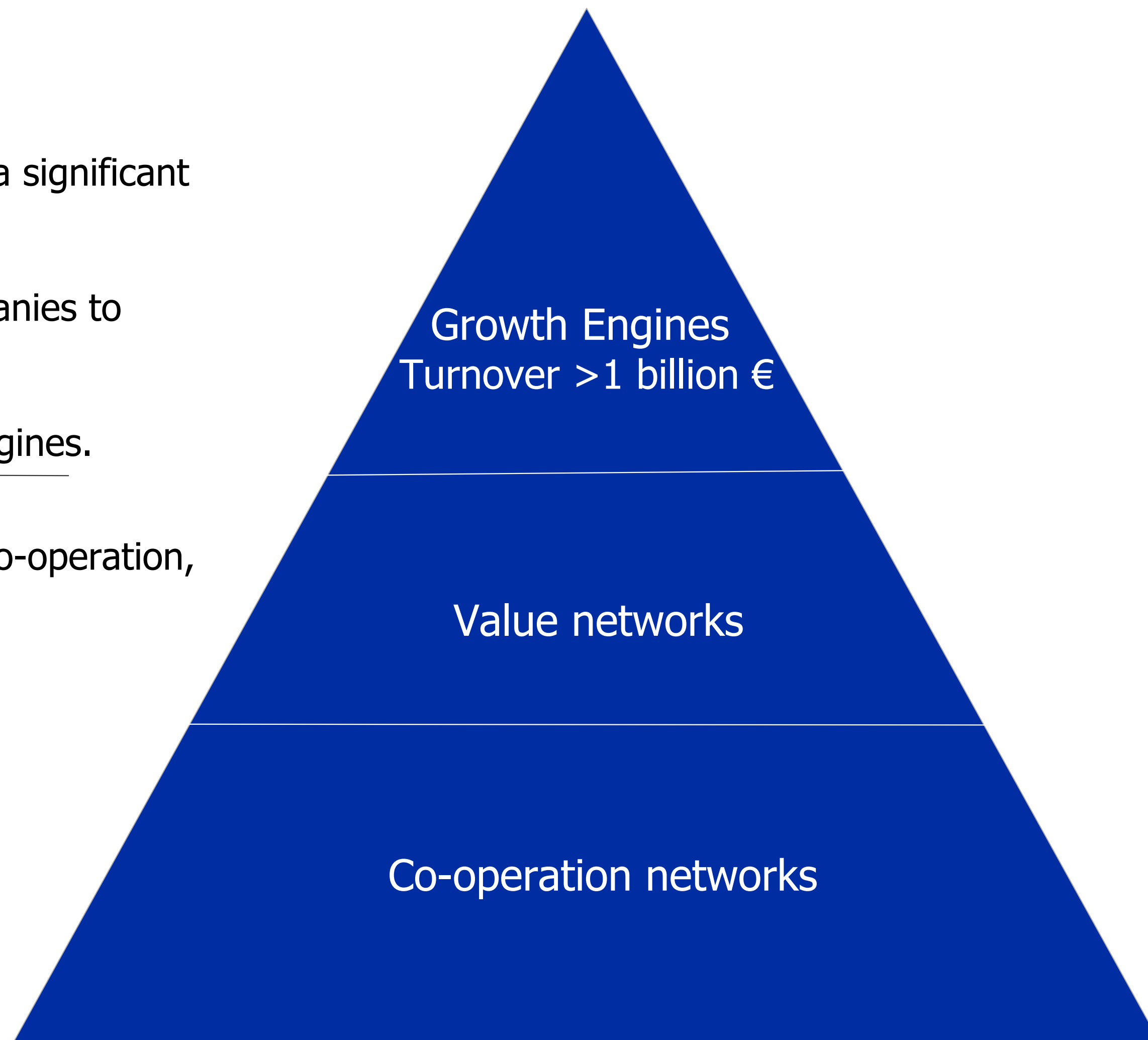
The Growth Engine attracts the innovation activity of foreign companies to Finland.

The best and most important ecosystems can grow into Growth Engines.

Create new comprehensive solutions for customers by enhancing co-operation, combining different skills and increasing skills.

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A common goal, the need and the plan to do things together.  
Business-driven networks.





# BUSINESS FINLAND PROGRAMS SUPPORT GROWTH OF GROUPS OF COMPANIES AND BUSINESS ECOSYSTEM BUILDING

## Business Finland Programmes

Programmes are for the group of customers and they are divided by following themes:

- Bioeconomy and Circular Economy
- Cleantech
- Digital Solutions
- Health and Wellbeing
- Consumer business
- Travel
- Cross cutting
  - Digital transformation
  - New value creation
  - Developing markets
  - Arctic

### Knowledge & know-how

- Foresight & trends
- Market and customer information
- New insights and ideas
- Enhancing capabilities

### Partnerships & networks

- Networks for Innovation
- Partnerships for business
- TF Delegations
- Prestige Services

### Funding

- Companies
- Research and public organizations
- Ecosystems and networks

# RENEWED RESEARCH FUNDING INCOURAGES RESEARCHERS AND COMPANIES TO CO-OPERATE



International and other special calls

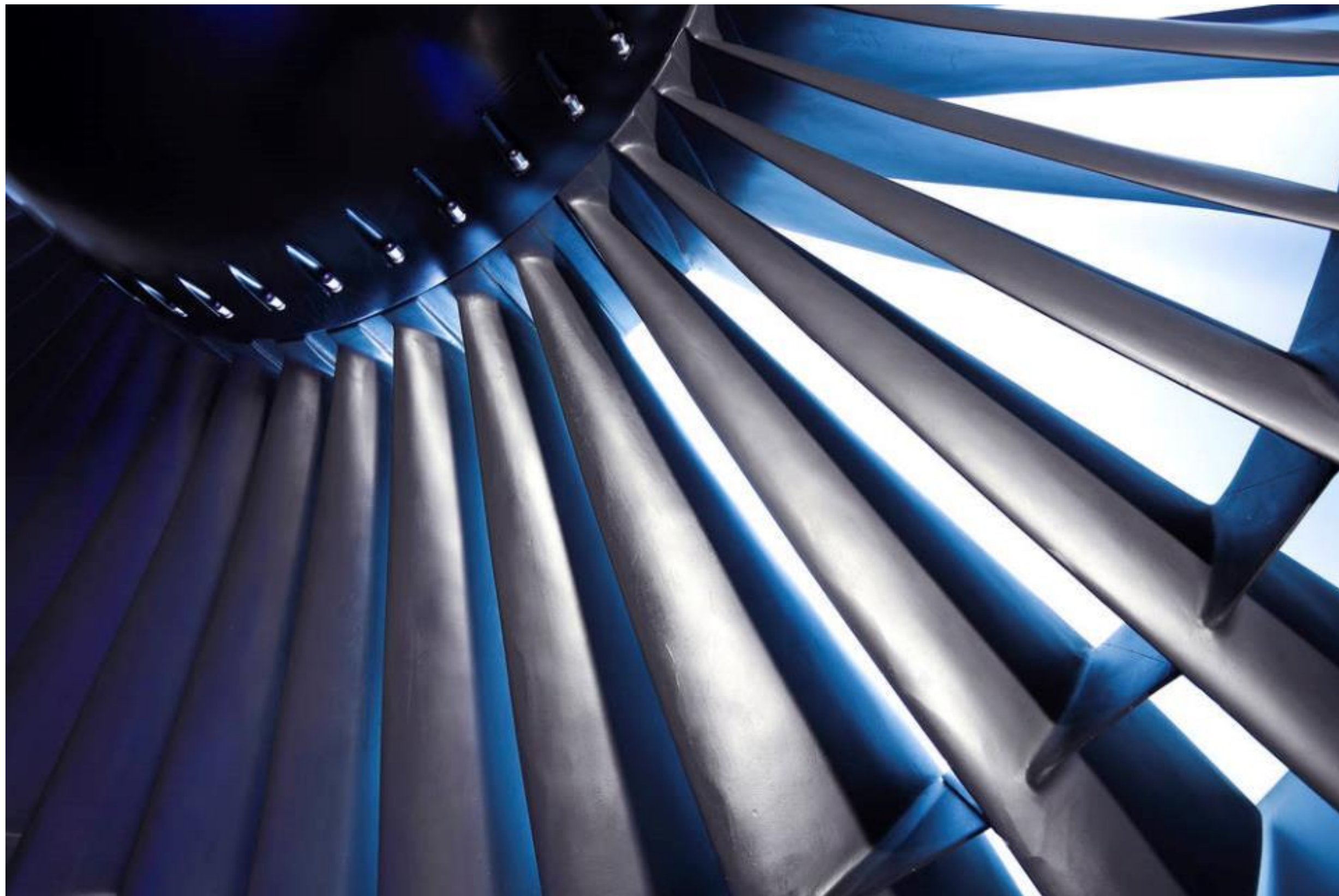


# LARGE COMPANIES – DRIVERS IN THE NETWORKS

- We fund large companies that have the will and ability to renew via a network.
- Large companies must spend at least 40% of total project costs to acquire services from SMEs or research organisations, or the project must be carried out as a genuine joint project with SMEs and research groups.



# GROWTH ENGINES - NEW POWERFUL ECOSYSTEMS

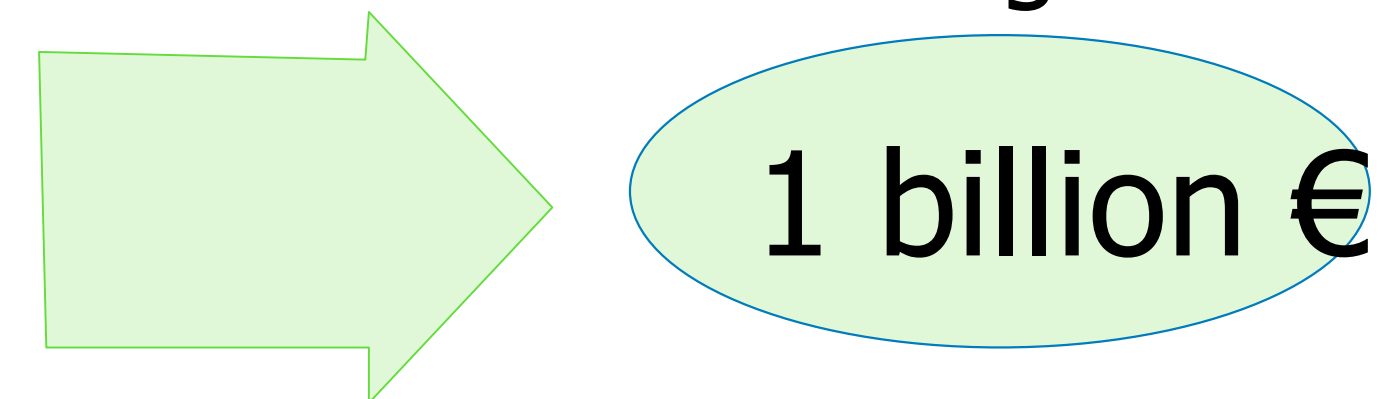


- New Public-Private-Partnerships
- Goal: over 1 billion euro new business, exports and investments in Finland
- Tailor-made services and new types of funding from Business Finland

# THIS IS HOW THE ENGINE WORKS

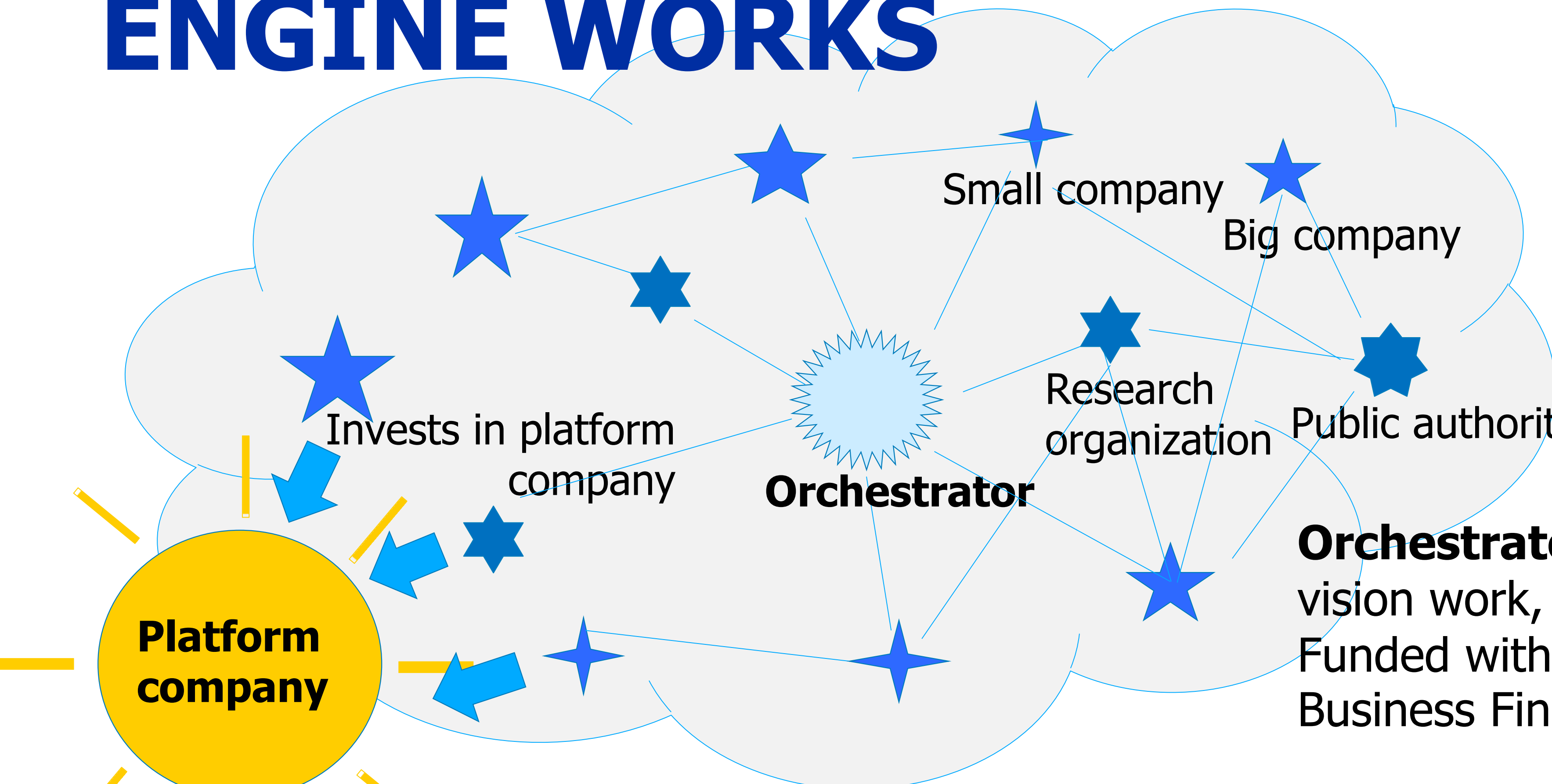
**Growth Engine:** Ecosystem seeking a new business worth 1 billions euro, exports and investment to Finland.

**Partners:** Companies, research organizations, public authorities. Own and joint R&D&I projects with Business Finland and EU funding.



**Orchestrator:** Facilitates co-operation and vision work, activates joint R&D&I projects. Funded with innovation cluster funding of Business Finland.

**Platform company:** The company's business must be growth-oriented and affect other actors in the growth engine ecosystem positively. Can be funded by a capital loan of Business Finland.



# FUNDING FOR DIFFERENT NEEDS

## Starting support for the Growth Engine platform company\*

- Capital loan for development of the Growth Engine Platform company's businesses and the ecosystem
- For SMEs under 5 years of age, State aid

## Funding for the Growth Engine orchestrator

- Funding for creating and developing a business-driven globally competitive Growth Engine and an attractive innovation environment
- Max 50 %

## Other Business Finland funding for partners

- Grants and loans
- For the partners of the Growth Engine Ecosystem. For R&D&I projects, piloting, market surveys, plans for international growth

## Growth Engine tendering

- For development of the Growth Engine Platform Company's own business and maximizing the impact of the ecosystem
- Public procurement procedure
  - Tendering procedure
  - Remuneration: capital loan
- Not state aid

# CAPITAL LOANS AS A NEW TOOL

## Starting support for the Growth Engine platform company

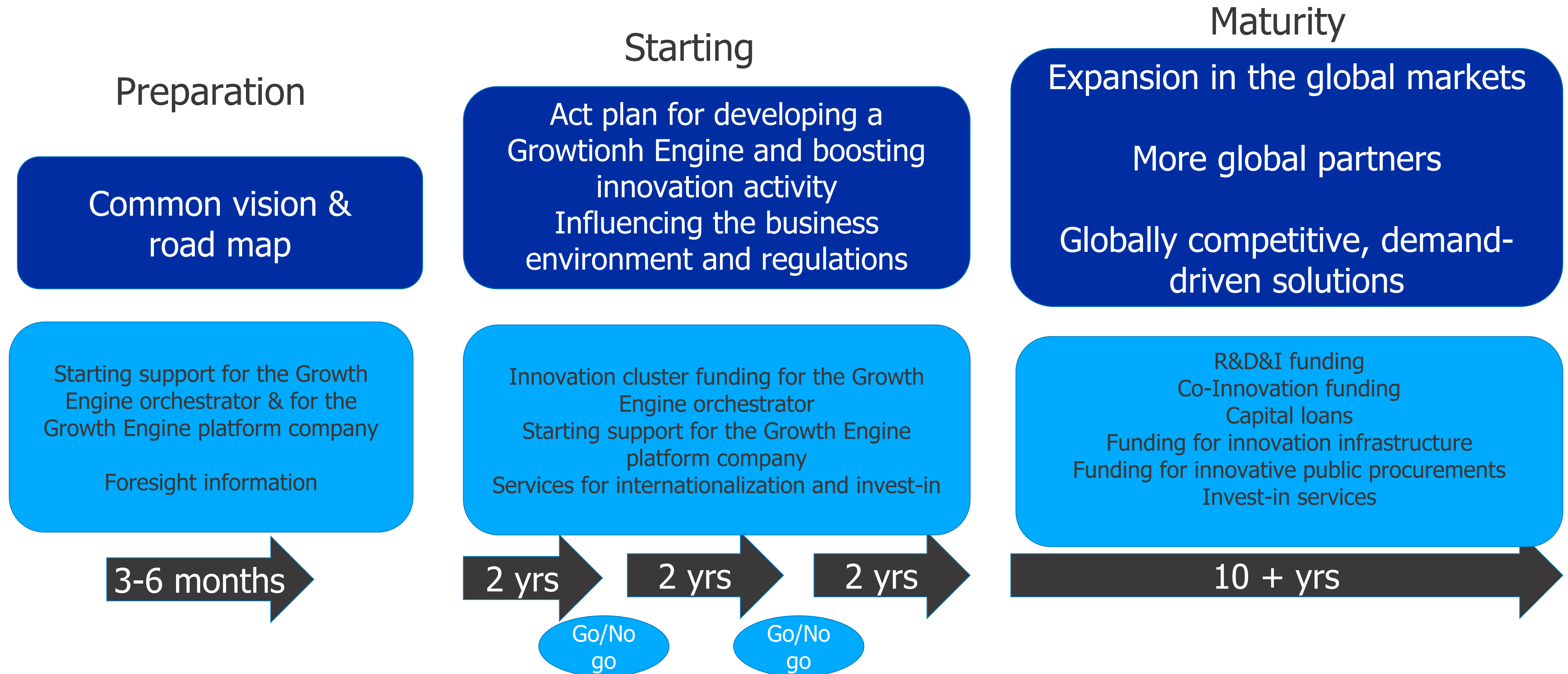
- Capital loan for development of the growth engine platform company's business and the ecosystem
- Application procedure
- Capital loan
  - Maximum 400 k€ and 75%
  - Maximum 10 years
  - Interest rate 1%
- For young SMEs (<5 years)
- State aid

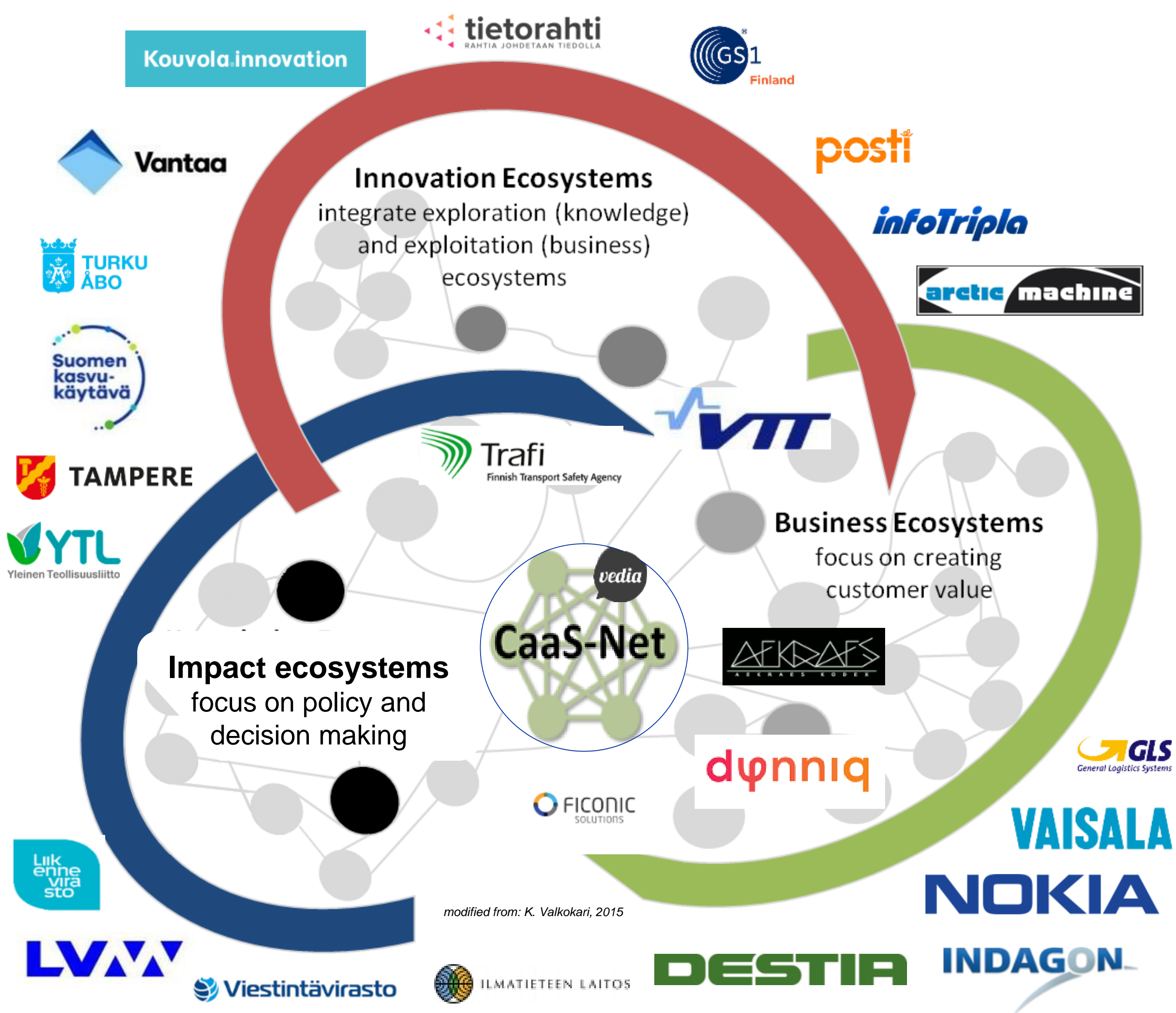
## Growth Engine tendering

- Capital loan for development of the Growth Engine Platform Company's own business and maximizing the impact of the ecosystem
- Public procurement procedure
  - Tendering
  - Remuneration: capital loan
- Not state aid

**Quasi-equity, patient money for company development (not project support); risk sharing, repayment when business profitable, does not dilute ownership, get rid of state by paying back loan**

# EVOLUTION OF GROWTH ENGINES AND BUSINESS FINLAND SERVICES

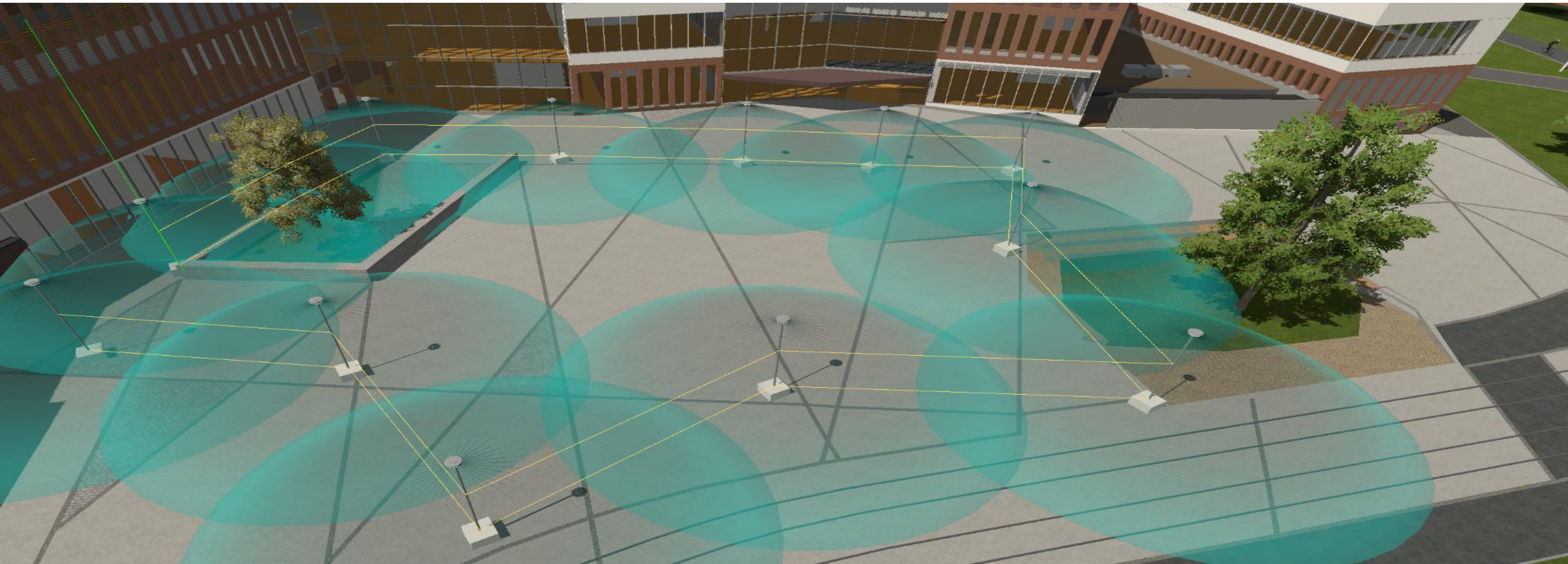




# THE FIRST GROWTH ENGINE: SERVICE PLATFORM FOR INTELLIGENCE FREIGHT LOGISTICS

With the development of the service platform, the crossing of freight transport speeds up and congestion is reduced. Time savings are expected to result in billions of savings in logistics.

# LUXTURRIM – FAST 5G NETWORK ON SMART LIGHT POLES



# FINLAND IS A BATTERY POWERHOUSE FOR ELECTRIC VEHICLES

Raw materials

Chemicals,  
compounds

Components

Battery cells

Battery  
modules /  
packs

End users





# WOODBASED FIBRES ARE CHALLENGING PLASTIC



# BUSINESS FINLAND AND AGENDA 2030 (DRAFT)

Targets in BF core




Targets well met (e.g. by themes, programmes)



Targets met by cooperation





# BUILD YOUR NETWORK

NETWORKS FOR INTERNATIONAL GROWTH